

BLANKET PURCHASE ORDER

STATE OF MARYLAND

***** STATE OF MARYLAND *****

BPO NO: 001B5400193

PRINT DATE: 10/29/14

PAGE: 01

SHIP TO:

AS SPECIFIED ON INDIVIDUAL ORDERS

VENDOR ID: 1521860801
SALVO LIMITED PARTNERSHIP LLLP
14 BACK RIVER NECK RD

BALTIMORE, MD 21221
(443)226-0072

REFER QUESTIONS TO:

CHERYLL BREWTON
(410)767-3183
CHERYLL.BREWTON@MARYLAND.GOV

ITB: 001IT819641

EXPR DATE: 10/21/15
POST DATE: 10/29/14

DISCOUNT TERMS: . NET 30 DAY
CONTRACT AMOUNT: .00

TERMS:

ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

PLEASE NOTE THAT MAGNESIUM CHLORIDE PELLETS, 50 LB POLY BAGS FOR REGIONS 1 THROUGH 7 WERE NOT AWARDED BECAUSE WE DID NOT GET BIDS.

THE END USERS MUST FIND A SOURCE (CONTRACTOR) THAT WILL SUPPLY. .

STATEWIDE CONTRACT FOR BAGGED DEICING MATERIAL =====

CONTRACT SCOPE: TO SUPPLY THE STATE OF MARYLAND AND USING AUTHORITIES WITH THEIR NEED FOR BAGGED DEICING MATERIAL FOR THE CONTRACT PERIOD.

CONTRACT PERIOD: OCTOBER 20, 2014 THROUGH OCTOBER 21, 2015 (1 YEAR)

CONTRACT MAY BE EXTENDED FOR FOUR (4), ONE (1) YEAR ADDITIONAL PERIOD AT THE UNILATEAL DISCRETION OF THE STATE.

RELEASES SHALL BE MADE AS REQUESTED BY THE USING AUTHORITY ON AN "AS-REQUIRED" BASIS. THIS CONTRACT DOES NOT OBLIGATE THE STATE TO PURCHASE A MINIMUM OR MAXIMUM QUANTITY THROUGH THE CONTRACT PERIOD. ORDERS FOR ACTUAL REQUIREMENTS MAY BE MORE OR LESS LISTED AND WILL BE PLACED DIRECT TO THE SUPPLIER BY THE AGENCY INDICATING DELIVERY POINT

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TERMS (cont'd):

AND BILL TO ADDRESS.

PROCEDURE:

USING AGENCY SHALL ISSUE A PURCHASE ORDER TO THE CONTRACTOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE STATE OF MARYLAND PURCHASING CARD MUST BE ACCEPTED FOR PURCHASES MADE AGAINST THIS CONTRACT WITHIN PROCUREMENT OFFICER'S LIMITATIONS OF \$2,500.00.

PROCESSING FEE

1.
CONTRACTOR SHALL PAY A PROCESSING FEE TO THE STATE IN THE AMOUNT OF ONE PERCENT (1%) OF THE TOTAL CONTRACT SALES. THE PROCESSING FEE IS CALCULATED BASED ON ALL SALES TRANSACTED UNDER THE CONTRACT, MINUS ANY RETURNS OR CREDITS. THE PROCESSING FEE SHALL NOT BE CHARGED DIRECTLY TO THE CUSTOMER, E.G., AS A SEPARATE LINE ITEM, FEE OR SURCHARGE, BUT SHALL BE INCLUDED IN THE CONTRACTS UNIT PRICES

2.
THE PROCESSING FEE SHALL BE SUBMITTED TO THE DEPARTMENT OF GENERAL SERVICES, FISCAL SERVICES DIVISION, 301 W. PRESTON STREET, ROOM 1309, BALTIMORE, MD., 21201, WITHIN TEN (10) CALENDAR DAYS FOLLOWING THE END OF EACH CALENDAR MONTH ALONG WITH A MONTHLY USAGE REPORT DOCUMENTING ALL CONTRACT SALES. AN EXCEL VERSION OF THE MONTHLY USAGE REPORT SHALL ALSO BE EMAILED TO THE PROCUREMENT OFFICER AND THE EMM ACCOUNTANT, AWAWU SALAKO, AT AWAWU.SALAKO@MARYLAND.GOV

3.
FAILURE TO REMIT PROCESSING FEES IN A TIMELY MANNER OR REMITTANCE OF FEES INCONSISTENT WITH THE CONTRACT'S REQUIREMENT MAY RESULT IN THE STATE EXERCISING ALL RECOURSE AVAILABLE UNDER THE CONTRACT INCLUDING BUT NOT LIMITED TO, A THIRD PARTY AUDIT OF ALL CONTRACT ACTIVITY. SHOULD AN AUDIT BE REQUIRED BY THE STATE, THE CONTRACTOR SHALL REIMBURSE THE STATE FOR ALL COSTS ASSOCIATED WITH THE AUDIT UP TO \$10,000.00 OR ONE (1%) PRECENT OF THE CONTRACT'S ESTIMATED ANNUAL VALUE, WHICH EVER IS HIGHER.

PURCHASE USAGE REPORT:

WINNING VENDOR SHALL FURNISH A REPORT EVERY THREE MONTHS DETAILING ALL PURCHASES MADE AGAINST THE LINE ITEMS ON THIS CONTRACT. THE REPORT SHALL BE SENT TO:

DEPARTMENT OF GENERAL SERVICES
OFFICE OF PROCUREMENT AND LOGISTICS
ATTN: CHERYLL BREWTON
301 WEST PRESTON STREET , ROOM M-3
BALTIMORE, MARYLAND 21201

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TERMS (cont'd):

FAILURE TO SUBMIT THIS REPORT MAY NEGATE ANY CONTRACT EXTENSIONS AND MAY RESULT IN TERMINATION FOR DEFAULT.

SPECIAL NOTE FOR ORDERING AGENCIES:

- A. ROCK/SOLAR SALT; MOST ECONOMICAL AND SUGGESTED FOR USE ON BLACK TOP AND ALSO CONCRETE SIDEWALKS IN AREAS WHERE SUSTAINED TEMPERATURES ARE WELL ABOVE 10 DEGREES FAHRENHEIT.
- B. CALCIUM CHLORIDE: SUGGESTED FOR CONCRETE SIDEWALKS/WALKWAYS WHERE SUSTAINED TEMPERATURES ARE BETWEEN 10 DEGREES - 34 DEGREES CENTIGRADE
- C. MAGNESIUM CHLORIDE: GOOD ALTERNATIVE AND REPORTEDLY LESS AGGRESSIVE TO MOST SURFACES EFFECTIVE BETWEEN 10 DEGREES - 23 DEGREES CENTIGRADE
- D. CALCIUM CHLORIDE FLAKES: SHALL BE 77-80% FLAKE TO MEET AASHTO M144-86 (CURRENT EDITION) AND ASTM 98-93 TYPE S; GRADE 1 CLASS A SPECIFICATIONS.
- E. ENVIRONMENTALLY SAFE MIXED BLEND: SHALL BE RECOGNIZED PRODUCT ON THE U.S. EPA RECOGNIZED PRODUCT LISTING.

| <u>LINE #</u> | <u>STATE ITEM ID</u> | <u>U/M</u> | <u>UNIT COST</u> |
|---------------|----------------------|------------|------------------|
| 0001 | 77545-211016 | BG | 13.5300 |

CALCIUM CHLORIDE PELLET 50 LB POLY BAG, REGION 6 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0002 | 77545-271011 | BG | 13.2900 |
|------|--------------|----|---------|

CALCIUM CHLORIDE PELLETS, 50 LB POLY BAG, REGION 1 (MINIMUM ORDER ONE

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|---------------|----------------------|------------|------------------|
|---------------|----------------------|------------|------------------|

PALLET)

| | | | |
|------|--------------|----|---------|
| 0003 | 77545-271012 | BG | 13.2900 |
|------|--------------|----|---------|

CALCIUM CHLORIDE PELLETS, 50 LB POLY BAG, REGION 2 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0004 | 77545-271013 | BG | 13.0600 |
|------|--------------|----|---------|

CALCIUM CHLORIDE PELLETS, 50 LB POLY BAG, REGION 3 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0005 | 77545-271015 | BG | 13.0600 |
|------|--------------|----|---------|

CALCIUM CHLORIDE PELLETS, 50 LB POLY BAGS REGION 5 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0006 | 77545-211017 | EA | 13.0600 |
|------|--------------|----|---------|

CALCIUM CHLORIDE PELLETS, 50 LB POLY BAGS REGION 7 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0007 | 77545-271014 | BG | 12.8400 |
|------|--------------|----|---------|

CALCIUM CHLORIDE PELLETS, 50 LB POLY BAGS REGION 4 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0008 | 77545-270081 | BG | 11.3400 |
|------|--------------|----|---------|

CALCIUM CHLORIDE FLAKES, 50 LB POLY BAG REGION 1 (MINIMUM ORDER ONE PALLET)

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|--|----------------------|------------|------------------|
| 0009 | 77545-270082 | BG | 11.3400 |
| CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 2 (MINIMUM ORDER ONE PALLET) | | | |
| 0010 | 77545-270083 | BG | 11.1400 |
| CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 3 (MINIMUM ORDER ONE PALLET) | | | |
| 0011 | 77545-270084 | BG | 10.9600 |
| CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 4 (MINIMUM ORDER ONE PALLET) | | | |
| 0012 | 77545-270085 | BG | 11.1400 |
| CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 5 (MINIMUM ORDER ONE PALLET) | | | |
| 0013 | 77545-270086 | BG | 11.5400 |
| CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 6 (MINIMUM ORDER ONE PALLET) | | | |
| 0014 | 77545-270087 | BG | 11.1400 |
| CALCIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 7 (MINIMUM ORDER ONE PALLET) | | | |
| 0022 | 77545-470021 | BG | 11.8000 |
| MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 1 (MINIMUM ORDER | | | |

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|---------------|----------------------|------------|------------------|
|---------------|----------------------|------------|------------------|

ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0023 | 77545-470022 | BG | 11.8000 |
|------|--------------|----|---------|

MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 2 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0024 | 77545-470023 | BG | 11.6000 |
|------|--------------|----|---------|

MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 3 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0025 | 77545-470024 | BG | 11.4000 |
|------|--------------|----|---------|

MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 4 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0026 | 77545-470025 | BG | 11.6000 |
|------|--------------|----|---------|

MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 5 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0027 | 77545-470026 | BG | 12.0100 |
|------|--------------|----|---------|

MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS REGION 6 (MINIMUM ORDER ONE PALLET)

| | | | |
|------|--------------|----|---------|
| 0028 | 77545-470027 | BG | 11.6000 |
|------|--------------|----|---------|

MAGNESIUM CHLORIDE FLAKES, 50 LB POLY BAGS, REGION 7 (MINIMUM ORDER ONE PALLET)

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|---|----------------------|------------|------------------|
| 0029 | 77545-760011 | BG | 5.9300 |
| SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 1 (MINIMUM ORDER ONE PALLET) | | | |
| 0030 | 77545-760012 | BG | 5.9300 |
| SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 2 (MINIMUM ORDER ONE PALLET) | | | |
| 0031 | 77545-760013 | BG | 5.8300 |
| SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 3 (MINIMUM ORDER ONE PALLET) | | | |
| 0032 | 77545-760014 | BG | 5.7300 |
| SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG, REGION 4 (MINIMUM ORDER ONE PALLET) | | | |
| 0033 | 77545-760015 | BG | 5.8300 |
| SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 5 (MINIMUM ORDER ONE PALLET) | | | |
| 0034 | 77545-760016 | BG | 6.0400 |
| SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAGS REGION 6 (MINIMUM ORDER ONE PALLET) | | | |
| 0035 | 77545-760017 | BG | 5.8300 |
| SODIUM CHLORIDE (ROCK/SOLAR), 50 LB POLY BAG REGION 7 (MINIMUM ORDER | | | |

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|---------------|----------------------|------------|------------------|
|---------------|----------------------|------------|------------------|

ONE PALLET)

| | | | |
|------|----------------|----|--------|
| 0036 | 77545-270550-R | GL | 8.4000 |
|------|----------------|----|--------|

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 1 EPA
RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,
ICE B'GONE BRANDS (MAGIC, MAGIC-O, II, IIHF) (MINIMUM ORDER ONE
PALLET) .

| | | | |
|------|----------------|----|--------|
| 0037 | 77545-270550-R | GL | 8.4000 |
|------|----------------|----|--------|

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 2 EPA
RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,
ICE-B'GONE BRANDS (MAGIC, MAGIC-O, II, IIHF) (MINIMUM ORDER ONE
PALLET) .

| | | | |
|------|----------------|----|--------|
| 0038 | 77545-270550-R | GL | 8.2500 |
|------|----------------|----|--------|

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 3 EPA
RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,
ICE-B'GONE BRANDS (MAGIC, MAGIC-O, II, IIHF) (MINIMUM ORDER ONE
PALLET) .

| | | | |
|------|----------------|----|--------|
| 0039 | 77545-270550-R | GL | 8.1100 |
|------|----------------|----|--------|

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 4 EPA
RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,
ICE-B'GONE BRANDS (MAGIC, MAGIC-O, II, IIHF) (MINIMUM ORDER ONE PALLET) .

| | | | |
|------|----------------|----|--------|
| 0040 | 77545-270550-R | GL | 8.2500 |
|------|----------------|----|--------|

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 5 EPA
RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,
ICE B'GONE BRANDS (MAGIC, MAGIC-O, II, IIHF) (MINIMUM ORDER ONE
PALLET) .

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|---------------|----------------------|------------|------------------|
| 0041 | 77545-270550-R | GL | 8.5400 |

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG REGION 6 EPA
RECOGNIZED PRODUCTS THAWROX GOLD, ARTICLEAR GOLD, BLIZZARD WIZARD,
ICE B'GONE BRANDS (MAGIC, MAGIC-O, II, IIHF) (MINIMUM ORDER ONE
PALLET) .

| | | | |
|------|--------------|----|--------|
| 0042 | 77545-270550 | GL | 8.2500 |
|------|--------------|----|--------|

ANTI-DEICER MELTING COMPOUND BLEND MIX 50 LB POLY BAG
REGION 7
EPA RECOGNIZED PRODUCTS THAWROX GOLD, ANTICLEAR GOLD, BUZZARD WIZARD,
ICE B'GONE BRANDS (MAGIC, MAGIC-O, II, IIHF, MINIMUM ORDER, ONE
PALLET

END OF ITEM LIST

THIS PROCUREMENT WAS CONDUCTED AS A COMPETITIVE SEALED BID. THE
AWARD WILL BE TO THE LOWEST RESPONSIVE AND RESPONSIBLE BIDDER
(BASIS FOR AWARD) .

DELIVERY:

DELIVERY SHALL BE MADE EXPEDIOUSLY AS POSSIBLE, F.O.B. DESTINATION
FREIGHT PREPAID AND ALLOWED TO THE USING AGENCY FACILITY WITHIN THE
AWARD REGION(S) OF THE STATE OF MARYLAND NO LATER THAN FIVE (5)
BUSINESS DAYS UPON A.R.O. VENDOR SHALL CALL USING AGENCY (24 HRS) IN
ADVANCE TO NOTIFY OF ANTICIPATED DELIVERY.

NOTE: ORDERS MUST BE FOR "FULL PALLET LOAD" FOR A MINIMUM BAGGED
ORDER IN #7 MIL POLY BAGS OR EQUIVALENT.

NORMAL BUSINESS HOURS ARE MONDAY - FRIDAY, 7:30 A.M. - 3:30 P.M.
UNLESS CONTRACTOR MAKES SPECIAL ARRANGEMENTS WITH THE RECEIVING
FACILITY IN ADVANCE OF ANY ANTICIPATED DELIVERY DURING NON-BUSINESS
HOURS WITHIN THE DELIVERY PERIOD.

REGIONAL AREAS COVERED UNDER CONTRACT:

DISTRICT 1 - DORCHESTER, SOMERSET, WICOMICO, WORCESTER

DISTRICT 2 - CAROLINE, CECIL, KENT, TALBOT, QUEEN ANNE'S

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TERMS (cont'd):

DISTRICT 3 - MONTGOMERY, PRINCE GEORGE'S

DISTRICT 4 - BALTIMORE COUNTY, BALTIMORE CITY, HARFORD

DISTRICT 5 - CALVERT, CHARLES, ST. MARY'S, ANNE ARUNDEL

DISTRICT 6 - ALLEGANY, GARRETT, WASHINGTON

DISTRICT 7 - CARROLL, FREDERICK, HOWARD

VENDOR MUST INCLUDE THE 9-DIGIT ZIP CODE OF COMPANY ADDRESS ON ALL INVOICES. FAILURE TO DO SO MAY RESULT IN DELAY OF PAYMENT.

ALL PRODUCTS USED IN PACKING TO CUSHION AND PROTECT DURING THE SHIPMENT OF COMMODITIES ARE TO BE MADE OF RECYCLED, REYCLABLE, AND/OR BIODEGRADABLE MATERIALS.

THE GOAL OF THE STATE OF MARYLAND'S MINORITY BUSINESS ENTERPRISE (MBE) PROGRAM IS TO ATTEMPT TO PROVIDE A FAIR SHARE OF PROCUREMENT CONTRACTS TO CERTIFIED MINORITY BUSINESS ENTERPRISES. ALTHOUGH

C O N T R A C T

AVAILABLE TO: DESIGNATED AGENCY ONLY ()
ALL STATE OF MARYLAND AGENCIES ()
STATE AGENCIES AND POLITICAL SUBDIVISIONS (X)

***** LAST PAGE *****

AUTHORIZED BY:


BUYER AUTHORIZED DESIGNEE

DATE:

10/29/14